

AGENDA
of the
BOARD OF DIRECTORS
of the
SANTA BARBARA METROPOLITAN TRANSIT DISTRICT
A Public Agency
550 Olive Street, Santa Barbara, CA 93101
Tuesday, October 12, 2004
5:30 p.m.

1. **Call to Order**
2. **Roll Call of the Board of Directors**
Chair John Britton; Vice Chair Olivia Rodriguez; Secretary Brian Fahnestock; and Directors: David Davis and Lee Moldaver
3. **Report Regarding Posting of Agenda**

Ceremonial Items

4. **Employee Retirements**
Board will honor retiring employees Alicia Diehl (25 years), and John Winsor (36 years).
5. **Employee Spotlight**
Board will honor Francisco Gama and Jose Gomez for outstanding service to the community.

Consent Calendar

6. **Approval of Prior Minutes (action may be taken)**
The Board will be asked to waive the reading of and approve the minutes for the meeting of September 28, 2004.
7. **Cash Report (action may be taken-attachment)**
The Board will be asked to approve the cash report from September 21 through October 4, 2004.
8. **Sale of Surplus Property (action may be taken-attachment)**
Board will be asked to authorize sale of one hydraulic motor (1984 Gillig fleet) as outlined in attached staff report.

This concludes the consent calendar

9. **Public Comment**
Members of the public may address the Board on items within the jurisdiction of the Board that are not scheduled for public hearing. The time allotted per speaker will be at the discretion of the Board Chair. If you wish to address the board under this item number, please complete and deliver to the MTD Board Clerk **before the meeting is convened**, a "Request to Speak" form including a description of the subject you wish to address.

10. Public Hearing Regarding Fare Structure for Valley Express Service (attachment)

Board will open a public hearing regarding the fare structure for regional service to Solvang and Buellton. The public hearing will be continued at the November 9, 2004 Board Meeting.

11. South Coast Transit Priorities (action may be taken-attachment)

The Board will be asked to authorize the General Manager to seek approval of the South Coast Transit Priorities Project at the October 21, 2004 meeting of the Santa Barbara County Association of Governments.

12. General Manager Report

- a. Easy Lift
- b. United Way
- c. Jazz Festival-Joint Promotion
- d. MTD Exterior Walls
- e. UCSB Staff & Faculty Pass
- f. Request for Personnel Committee Meeting

13. Other Business and Committee Reports

Board member will report on other business related to MTD.

14. Recess to Closed Session-Calle Real

The Board will meet in closed session pursuant to Government Code §54956.8, conference with real property negotiators regarding the MTD Calle Real Property, APN's Book 59, Page 14, Parcels 4, 5 & 6, and Book 67, Page 23, Parcel 6, concerning price and terms of payment; agency negotiators Doug Large and Bob Andrews; other negotiation parties: Housing Authority of County of Santa Barbara, Martin Farrell Homes, and Investec Capital, Inc.

15. Recess to Closed Session-Union Negotiations

The Board will meet in closed session pursuant to Government Code §54957.6 to discuss labor negotiations with labor negotiators Sherrie Fisher and Jerry Estrada.

16. Adjournment

SPEAKERS: Any person wishing to speak to an item on the Agenda should complete and deliver to the MTD Board Clerk a "Request to Speak" form **before the meeting is convened**.

AMERICANS WITH DISABILITIES ACT: If you need special assistance to participate in this meeting, please contact the MTD Administrative Office at 963-3364 at least **48 hours in advance** of the meeting to allow time for MTD to attempt a reasonable accommodation.

Santa Barbara Metropolitan Transit District
Cash Report
Board Meeting of October 12, 2004
For the Period September 21, 2004 through October 4, 2004

MONEY MARKET

Beginning Balance September 21, 2004 **\$3,389,934.65**

Accounts Receivable	800,904.31	
Passenger Fares	157,507.84	
Advertising & Prepaid	3,760.00	
Miscellaneous	772.51	
Total Deposits		962,944.66

Bank Fee - September 04	(4,799.04)	
ACH Pensions Transfer	(22,690.78)	
ACH Tax Deposit	(80,340.66)	
Payroll Transfer	(198,673.80)	
Operations Transfer	(246,683.14)	
Total Disbursements		(553,187.42)

Ending Balance **\$3,799,691.89**

Total Cash and Investments as of October 4, 2004: **\$3,799,691.89**

COMPOSITION OF CASH BALANCE

Working Capital	2,686,041.57	
WC / Liability Reserves	1,113,650.32	
Total Cash Balance		\$3,799,691.89

Santa Barbara Metropolitan Transit District Accounts Payable

Check	Date	Company	Description	Amount	Voids
79276	9/24/2004	AGENCIES TOOL CENTER CORP.	BUSES & SV PARTS	382.58	
79277	9/24/2004	A.G.S. REBUILDERS, INC.	BUS PARTS	35.56	
79278	9/24/2004	AT&T	TELEPHONES	106.30	
79279	9/24/2004	ARCHBALD & SPRAY	LEGAL COUNSEL	7,487.07	
79280	9/24/2004	ACE PARTS CORPORATION	BUS PARTS	121.60	
79281	9/24/2004	ART ESSENTIALS	POSTER FRAMING	337.68	
79282	9/24/2004	BAUTISTA, JOSE	AD MOUNTING/DISMOUNTING	1,250.00	
79283	9/24/2004	BAYSIDE WATCH	RETIREMENT GIFTS	210.11	
79284	9/24/2004	BOMAR SECURTIY &	SECURITY SERVICES	1,510.50	
79285	9/24/2004	CALIFORNIA ELECTRIC SUPPLY,	BUS PARTS	265.55	
79286	9/24/2004	CAR PARTS OF SANTA BARBARA	SHOP SUPPLIES	6.36	
79287	9/24/2004	C&R REPROGRAPHICS	CARCARDS & POSTERS	1,549.98	
79288	9/24/2004	CERTIFIED ENVIRONMENTAL	PROFESSIONAL SERVICES	1,406.07	
79289	9/24/2004	CENTRAL COAST CIRCULATION	BUS BOOK DISTRIBUTION	383.25	
79290	9/24/2004	COAST MACHINE & SUPPLY, INC.	BUS PARTS	1,767.76	
79291	9/24/2004	CHEVRON	FUEL FOR SERVICE VEHICLES	145.71	
79292	9/24/2004	CHK AMERICA INC.	UPDATE SYSTEM & SCHEDULE INFO	19,225.83	
79293	9/24/2004	CLEVER DEVICES	BUS PARTS	893.10	
79294	9/24/2004	CORPORATE EXPRESS INC.	OFFICE SUPPLIES & BUS SCHEDULES	715.92	
79295	9/24/2004	COVERLY, LYNNETTE	PER DIEM	120.00	
79296	9/24/2004	CUMMINS CAL PACIFIC LLC	BUS PARTS & SERVICES	459.96	
79297	9/24/2004	DEPARTMENT OF CHILD SUPPORT	PR RELATED	599.54	
79298	9/24/2004	BP DAVIS MANAGEMENT	CONTRACT LABOR	4,025.00	
79299	9/24/2004	DEAILE, MARY	PR RELATED	106.15	
79300	9/24/2004	DISTRICT ATTORNEY-S.B.	PR RELATED	975.86	
79301	9/24/2004	DOCUPRODUCTS CORPORATION	COPIER SUPPLIES	154.03	
79302	9/24/2004	EBUS, INC.	BUS PARTS	1,124.74	
79303	9/24/2004	EL-COM	BUS PARTS	141.13	
79304	9/24/2004	ELECTRIO-MECHANICAL REPAIR,	SV REPAIRS	86.88	
79305	9/24/2004	ELECTRONIC DATA MAGNETICS,	BUS PASSES SALES TAX	5,872.91	
79306	9/24/2004	FERRO MAGNETIC CORPORATION	BATTERY CHARGERS	7,233.33	
79307	9/24/2004	FLEET CAPITAL LEASING-GVF	COPIER LEASE	377.13	
79308	9/24/2004	FRED'S UPHOLSTERY	BUS UPHOLSTERY REPAIRS	50.00	
79309	9/24/2004	FLEMING & ASSOCIATES	WORKERS COMP ADMINISTRATION	2,500.00	
79310	9/24/2004	STATE OF CALIFORNIA	PR RELATED	40.00	
79311	9/24/2004	GE GROUP LIFE ASSURANCE	LIFE INSURANCE	946.77	
79312	9/24/2004	GIBBS INTERNATIONAL TRUCKS	BUS PARTS	2,048.93	

Check	Date	Company	Description	Amount	Voids
79313	9/24/2004	GOODYEAR TIRE & RUBBER CO	LEASED TIRES	4,369.48	
79314	9/24/2004	GRAHAM CHEVROLET CORP.	SERVICE VEHICLE PART	35.88	
79315	9/24/2004	HUMANA INC.	STAFF DENTAL INSURANCE	2,512.03	
79316	9/24/2004	UNITED STATES TREASURY	PR RELATED	225.00	
79317	9/24/2004	J n L GLASS INC.	REPLACE BUS WINDOWS	990.00	
79318	9/24/2004	LIONS CLUB	DEPOSIT FOR HALL	200.00	
79319	9/24/2004	MEJIA, LEO	PROGRAMMER	300.00	
79320	9/24/2004	MGB INDUSTRIAL SUPPLY	SHOP SUPPLIES	67.59	
79321	9/24/2004	NATIONAL INTERSTATE INS. CO.	LIABILITY INSURANCE	1,803.96	
79322	9/24/2004	NEWARK ELECTRONICS	BUS PARTS	13.61	
79323	9/24/2004	PREVOST CAR INC.- CREDIT DEPT.	BUS PARTS	3,082.35	
79324	9/24/2004	OHIO CHILD SUPPORT PAYMENT	PR RELATED	126.85	
79325	9/24/2004	OTTIERI, ANN BRADY	PR RELATED	725.11	
79326	9/24/2004	PASO ROBLES TRUCK CENTER	BUS PARTS	220.47	
79327	9/24/2004	PEREZ & ASSOCIATES	CAR CARD DIVIDERS	366.35	
79328	9/24/2004	PETRO-DIAMOND INC.	DIESEL FUEL	22,947.69	
79329	9/24/2004	PETTY CASH- HAGGERTY J.	MISC. PURCHASES	391.43	
79330	9/24/2004	PACIFICARE OF CALIFORNIA	HEALTH INSURANCE	24,360.53	
79331	9/24/2004	PANASONIC DIGITAL INC.	COPIER LEASE	58.19	
79332	9/24/2004	ROCHA, SUZANNE	PR RELATED	406.08	
79333	9/24/2004	SAN BERNARDINO COUNTY	PR RELATED	395.54	
79334	9/24/2004	SANTA BARBARA BANK & TRUST	PR DEDUCTION	168.33	
79335	9/24/2004	SB COUNTY FEDERAL CREDIT	PR DEDUCTION	1,898.00	
79336	9/24/2004	SBHRA	SEMINAR FEE	175.50	V
79337	9/24/2004	S B INDUSTRIAL MEDICAL GROUP	MEDICAL EXAMS	2,693.00	
79338	9/24/2004	SIGN EXPRESS	INTERIOR BUS SIGNS & STICKERS	4,982.40	
79339	9/24/2004	SM TIRE, CORP.	BUS TIRE MOUNTING	179.48	
79340	9/24/2004	SO. CAL. EDISON CO.	UTILITIES	5,870.16	
79341	9/24/2004	SOUTHERN CALIFORNIA GAS	UTILITIES	188.43	
79342	9/24/2004	SB CITY OF-REFUSE/WATER	UTILITIES	465.15	
79343	9/24/2004	TUMBLESON, PAUL	REIMBURSEMENT	228.61	
79344	9/24/2004	TEAMSTERS PENSION TRUST	UNION PENSION	56,829.72	
79345	9/24/2004	UNITED PARCEL SERVICE	FREIGHT CHARGES	73.68	
79346	9/24/2004	UNITED WAY OF SB	PR DEDUCTION	518.54	
79347	9/24/2004	UNIFORM CONNECTION INC.	UNIFORMS	7,290.24	
79348	9/24/2004	USSC GROUP, INC	BUS PARTS	535.43	
79349	9/24/2004	VALLEY POWER SYSTEMS, INC.	BUS PARTS	7,419.63	
79350	9/24/2004	VERIZON CALIFORNIA	TELEPHONES	1,768.33	
79351	9/24/2004	VNA INTERNATIONAL	BUS PARTS	2,733.44	
79352	9/24/2004	TEAMSTERS UNION LOCAL NO. 186	UNION DUES	7,079.01	

Check	Date	Company	Description	Amount	Voids
79353	9/24/2004	YACO SCHOLARSHIP FUND	PR DEDUCTION	56.00	V
79355	9/24/2004	YACO SCHOLARSHIP FUND	PR DEDUCTION	56.00	
79356	9/30/2004	MC CORMIX CORP. (GAS)	FUEL-SERVICE VEHICLES	1,011.39	
79357	9/30/2004	PLATINUM PLUS FOR BUSINESS	MISC. CREDIT CARD CHARGES	2,690.12	
79358	9/30/2004	SANTA BARBARA NEWS-PRESS	EMPLOYMENT ADS & BUS BOOKS	13,692.62	
79359	9/30/2004	VENTURA COUNTY	CONFERENCE FEE	50.00	
				246,914.64	
			Current Cash Report Voided Checks:	231.50	
			Prior Cash Report Voided Checks:	0.00	
			Grand Total:	\$246,683.14	

Santa Barbara Metropolitan Transit District Cash Receipts of Accounts

Date	Company	Description	Amount
9/21/2004	UCSB - Parking Services	Passes/Token Sales	6,460.00
9/23/2004	Godzilla Graphics	Advertising on Buses	850.00
9/24/2004	Santa Barbara City College	Advertising on Buses	6,720.00
9/24/2004	SB County Public Health	Passes/Token Sales	2,250.00
9/24/2004	United Way	Advertising on Buses	2,200.00
9/27/2004	Gold's Gym	Advertising on Buses	2,000.00
9/27/2004	Gold's Gym	Advertising on Buses	1,100.00
9/27/2004	Gold's Gym	Advertising on Buses	2,000.00
9/29/2004	City of SB - Passes/Tokens	Passes/Token Sales	797.35
9/29/2004	City of SB - Passes/Tokens	Passes/Token Sales	4,000.00
9/29/2004	Department of Rehabilitation	Passes/Token Sales	36.00
9/29/2004	Presto Pasta	Advertising on Buses	1,000.00
9/30/2004	SB School District	Passes/Token Sales	1,800.00
10/1/2004	City of SB - Public Works	Advertising on Buses	3,150.00
10/1/2004	Local Transportation Fund	SB 325 - September 04	604,960.50
10/1/2004	Santa Barbara Bank & Trust	Advertising on Buses	8,848.50
10/1/2004	SBCC	Advertising on Buses	3,230.00
10/1/2004	Signarama	Advertising on Buses	1,500.00
10/4/2004	City of SB - Crosstown	Local Operating Assistance QE 9/2004	77,011.25
10/4/2004	City of SB - Downtown WF/Wharf	Dwntwn. Wtrfrnt. Shuttle - Sept 04	70,701.01
10/5/2004	Borrayo, Manuel & Ruth	Health Insurance - Retiree	289.70
Total Accounts Receivable Paid During Period			\$800,904.31

BOARD OF DIRECTORS REPORT

AGENDA DATE: OCTOBER 12, 2004

AGENDA ITEM #: 8

DEPARTMENT: FINANCE

TYPE: ACTION

PREPARED BY: JERRY ESTRADA

Signature

REVIEWED BY: GENERAL MANAGER

GM Signature

SUBJECT: SALE OF SURPLUS PROPERTY

DISCUSSION:

Santa Barbara Metropolitan Transit District (MTD) has received an offer to purchase one (1) Hydraulic Motor that was originally purchased for use in MTD's 1984 Gillig fleet. While MTD has retained a few of these buses as spares, their use has decreased dramatically. As such, MTD's Materials Management department has concluded that its current stock levels are too high and that this part can be sold as surplus property.

Typically, MTD would conduct a competitive bid process to dispose of this property but the offer MTD received would equal the original amount spent to acquire the part. Therefore, staff recommends that the Board authorize the direct sale of this part.

BOARD OF DIRECTORS REPORT

AGENDA DATE:	OCTOBER 12, 2004	AGENDA ITEM #:	10
DEPARTMENT:	FINANCE	TYPE:	INFORMATION
PREPARED BY:	JERRY ESTRADA		<hr/> <i>Signature</i>
REVIEWED BY:	GENERAL MANAGER		<hr/> <i>GM Signature</i>
SUBJECT:	FARE STRUCTURE FOR SANTA YNEZ VALLEY COMMUTER SERVICE		

DISCUSSION:

The MTD plans to begin operation of the Santa Ynez Valley commuter service, the "Valley Express," within the next few months. MTD staff conducted a survey of potential riders and received information from major employers and Traffic Solutions. The proposed routes and schedules are based on these data from potential riders and their employers and analysis by County Public Works staff.

The Valley Express will include four daily round trips. The inbound trips will leave the Santa Ynez Valley in the A.M. peak period to transport commuters to the South Coast. The outbound trips will leave the South Coast in the P.M. peak period to return to the Santa Ynez Valley. All four trips will utilize the same Solvang, and Buellton stops utilizing Highway 101 to travel to the South Coast.

Fare Structure Recommendation

- Staff recommends the following fare structure
 - \$4.00 one-way cash fare (includes a free transfer to regular MTD system)
 - \$35.00 ten-ride pass (includes a free transfer to regular MTD system)
 - \$120.00 for 30-day unlimited-ride pass (includes rides on regular MTD system)

Valley Express 10-ride passes and unlimited-ride passes will be valid on all MTD routes (except the Downtown-Waterfront Shuttle). However, standard South Coast service 10-ride passes and unlimited-ride passes will not be valid on the Valley Express.

BOARD OF DIRECTORS REPORT

AGENDA DATE: October 12, 2004

AGENDA ITEM #: 11

DEPARTMENT: Planning

TYPE: Action Item

PREPARED BY: Steve Maas

Signature

REVIEWED BY: General Manager

GM Signature

SUBJECT: Proposed Amendment to South Coast Transit Priorities

RECOMMENDATION:

Approve proposed amendment to the South Coast Transit Priorities project

DISCUSSION:

Following MTD Board approval, staff will request that the Santa Barbara County Association of Governments (SBCAG) Board approve the amendment at the October 21, 2004, SBCAG Board meeting. Staff has received unanimous support for the amendment request from the Santa Barbara County Board of Supervisors, and the City Councils of Santa Barbara and Goleta. Staff has also presented the proposed amendment to a variety of additional governmental bodies. Following the amendment, the South Coast Transit Priorities will include the following elements

- **Capital:**
 - Five 22-ft. electric shuttles for the Isla Vista/UCSB Shuttle.
 - Four 22-ft. electric shuttles for the Crosstown Shuttle
 - Three 29-ft. clean-diesel buses for the Mesa Loop.
 - Eleven 29-ft. clean-diesel replacement buses.
 - Downtown Santa Barbara Superstops
- **Three years of operating subsidy for the following routes:**
 - Isla Vista/UCSB Shuttle (County).
 - Old Town Shuttle (Goleta).
 - Mesa Loop (Santa Barbara).
 - Santa Ynez Valley / South Coast Commuter Service.

Total South Coast Transit Priorities CMAQ Funding

Line Item	Funding
Capital Assistance	\$5,423,760
Operating Assistance	\$2,159,700
Remaining Funds	\$812,740
Total CMAQ Funding	\$8,396,200

To: Chair Britton
Members of the Board of Directors
From: Sherrie Fisher, General Manager
Date: 10/08/04
Subject: Administrative update

The **financial audit** should be completed within the next two weeks. It will be scheduled for your board meeting of November 2, 2004.

On Tuesday, October 5th, the County **Board of Supervisors unanimously voted** to forward their recommendation to the SBCAG board to **support** MTD's request for CMAQ funds for operation of the Valley Express service to Solvang and Buellton. This support is crucial to the project and much appreciated.

At Tuesday's board meeting, we are opening a **public hearing on the fare structure for the Valley Express service**. This will accommodate anyone who works in the area and can stay for the early evening meeting. The public hearing will then be continued to the November 2nd meeting to accommodate anyone who prefers a morning meeting and allow for written comment in the interim time period. Marketing sent out e-mails to a list of over 200 survey respondents who provided us with their contact information. This fare structure was also presented as a proposal at both the Solvang and the Buellton City Council meetings attended by MTD staff. For purpose of process, MTD board will need to make a final decision before the fare can be implemented.

MTD staff members have been attending a number of **regional forums** aimed at transportation solutions: Technical Advisory Group for 101 in Motion, Ventura County Transportation Forum, A Region at the Crossroads (scheduled for Oct. 22nd), SBCAG Sub-regional Committee (at which they were joined by members of Ventura County government).

Mediation continues with the **Teamsters Local 186** and shop stewards. Both parties look forward to a fair resolution in the near future.

Jerry Estrada and I have been working with Tom Roberts, UCSB Transportation and Parking Services to develop a **staff and faculty pass**. This program would be similar to the City of Santa Barbara MyRide program in the way that it will be structured. All UCSB staff and faculty members would have a "pass" that can be used on the MTD system for travel to and from work. MTD would bill UCSB monthly for all use of the pass, add on a small administrative fee (for time spent) and provide a report of pass use to UCSB.

Also at UCSB, the campus registrar office intends to stop issuing quarter stickers to validate registration cards using the mag stripe on the card instead. MTD is working with them to read these cards in the MTD fare-box. This will avoid a number of logistical issues with the current stickers as well as confusion for passengers and drivers.

To accomplish this, MTD will need to provide UCSB with proprietary information regarding the GFI fare-box. This is not new ground for GFI; they have a ready-made agreement allowing this. Doug Large is reviewing this on behalf of MTD and preparing an agreement for signature by UCSB.

Staff has also been in contact with Santa Barbara City College to set up a meeting for discussion of a similar program there.

MTD collaborated with Magic 97.5 and the **Santa Barbara Festival of Art & Jazz** to promote the Downtown-Waterfront Shuttle as a viable transportation option when attending the festival. Pre-promotional spots ran on Magic 97.5 during the week of October 4th. A jazz trio will travel on one MTD shuttle for two hours on Friday, Saturday, and Sunday. This shuttle is adorned with a banner identifying the festival and the Jazz shuttle. There is no cost to MTD, but lots of entertainment and publicity.

MTD has launched our annual **United Way campaign**. This year we will have a multi-faceted approach to our campaign including MTD employees as usual, and the general public. (The following radio promotions are provided by KRUZ at no cost to MTD.)

- On October 22nd, we will be collaborating with KRUZ 103.3 radio and the United Way to initiate the MTD - KRUZ United Way Day on all of our vehicles. For the entire day all vehicles will be equipped with donation boxes. Bill & Bonnie from the KRUZ morning show will be conducting a "live remote" from one of our buses. Pre-promotion of the event will begin the week of October 18th. David Damiano and a United Way representative will be guest speakers on the morning show that week. At the end of the "live remote" a long-term donation box will be delivered by Bill & Bonnie to the transit center. This box will remain in place until November 24th.
- From October 22nd to November 24th we will be conducting the MTD - KRUZ United Way Community Challenge. A goal will be established and the radio station will encourage members of the community to make contributions to help us achieve this goal. Regular updates on the status of our goal will be broadcast on KRUZ.
- On October 29th MTD will be hosting the annual employee BBQ complete with impressive raffle prizes. United Way representatives will collect contributions and payroll deduction forms. Special and unusual fun events are planned for this day. Board members are invited to attend and participate.

MTD will be on the consent calendar for the City of Santa Barbara **ABR** on October 11th to seek approval to move forward with the landscaping of the wall at the intersection of Salsipuedes and Haley Streets. We are able to move forward with this project thanks to a generous grant from **Santa Barbara Beautiful**.

MTD has begun the approval process to install a bus shelter on Milpas Street at the Scolari's location. This is the second shelter to be installed with grant money through

C.O.A.S.T., Santa Barbara Beautiful, and Barry & Martha Siegel. The community and MTD are very appreciative of this assistance.

Operations Superintendent, Dave Morse participated in an **emergency response exercise** at Santa Barbara **Airport** on Wednesday. Mr. Morse and temporary supervisor, Jose Gomez (frequent translator at board meetings) participated in a Transit Instructor Network meeting today. This is an excellent resource of trainers from transit agencies in southern California meeting quarterly to share plans and programs.

Lynnette Coverly has been diligently working on sale of bus **advertising space** and reports as follows:

1. **2004 Revenue:**

- a. \$247,828 for diesel exteriors (with only a handful of unsold signs available in Nov/Dec)
- b. \$12,950 for diesel interiors (almost doubling the \$6,600 from 2003)
- c. \$29,367 for shuttles interiors & exteriors (exceeding 2003 by 28%).

TOTAL: \$290,145 (2003 calendar year = \$272,160 or 6.6% increase!)

2. **2005 Revenue** (based on signed contracts):

- a. \$283,035 for diesel exteriors (with still quite a bit of unsold 40-ft queen space)
- b. \$4,480 for diesel interiors (this space is often booked at the last minute. This number **WILL** go up)
- c. \$24,000 for shuttles exteriors (This is the Gold's Gym annual DWE tail contract. More space will be sold on the other shuttles and interior DWE)

TOTAL: \$311,515

MTD driver, **Nancy Vargas** has initiated an **employee fund** to be funded by MTD employees and used for employee events. To kick-start this project she has created the idea of an MTD cookbook created by employees and offered to employees at a nominal donation (perhaps \$10). Recipes from employees, board members and retirees are welcomed and needed. If you have a **great recipe (or two), please send it in to Nancy's attention**. A volunteer committee of other employees will assist her in this project. Ms. Vargas is an enthusiastic employee who has also been a leader in the United Way campaigns over many years including this year.